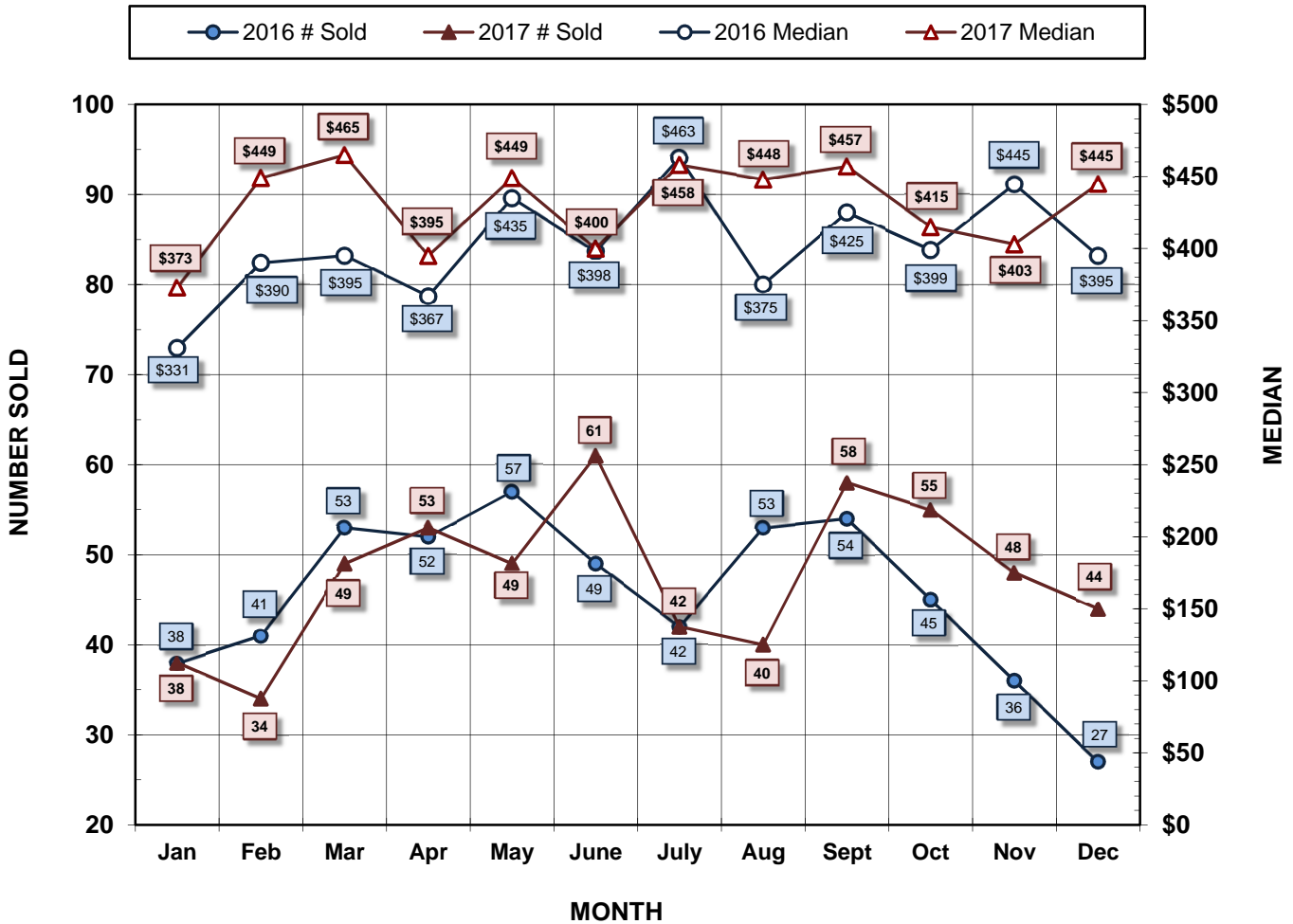


# 2017 Rossmoor Sales

Median Displayed in Thousands

Month	# Sold 2016	Median 2016	# Sold 2017	Median 2017	# Sold Change	Median Change %
January	38	\$331.0	38	\$372.5	0	+ 13%
February	41	\$390.0	34	\$448.5	- 7	+ 15%
March	53	\$395.0	49	\$465.0	- 4	+ 18%
April	52	\$366.8	53	\$395.0	+ 1	+ 8%
May	57	\$435.0	49	\$449.0	- 8	+ 3%
June	49	\$398.0	61	\$400.0	+ 12	+ 1%
July	42	\$463.0	42	\$458.1	0	- 1%
August	53	\$375.0	40	\$448.0	- 13	+ 19%
September	54	\$425.0	58	\$456.5	+ 4	+ 8%
October	45	\$399.0	55	\$415.0	+ 10	+ 4%
November	36	\$444.8	48	\$402.5	+ 12	- 9%
December	27	\$395.0	44	\$444.5	+ 17	+ 13%
<b>Total</b>	<b>547</b>	<b>\$399.0</b>	<b>571</b>	<b>\$430.0</b>	<b>+ 24</b>	<b>+ 8%</b>

## 2016 AND 2017 SALES BY MONTH

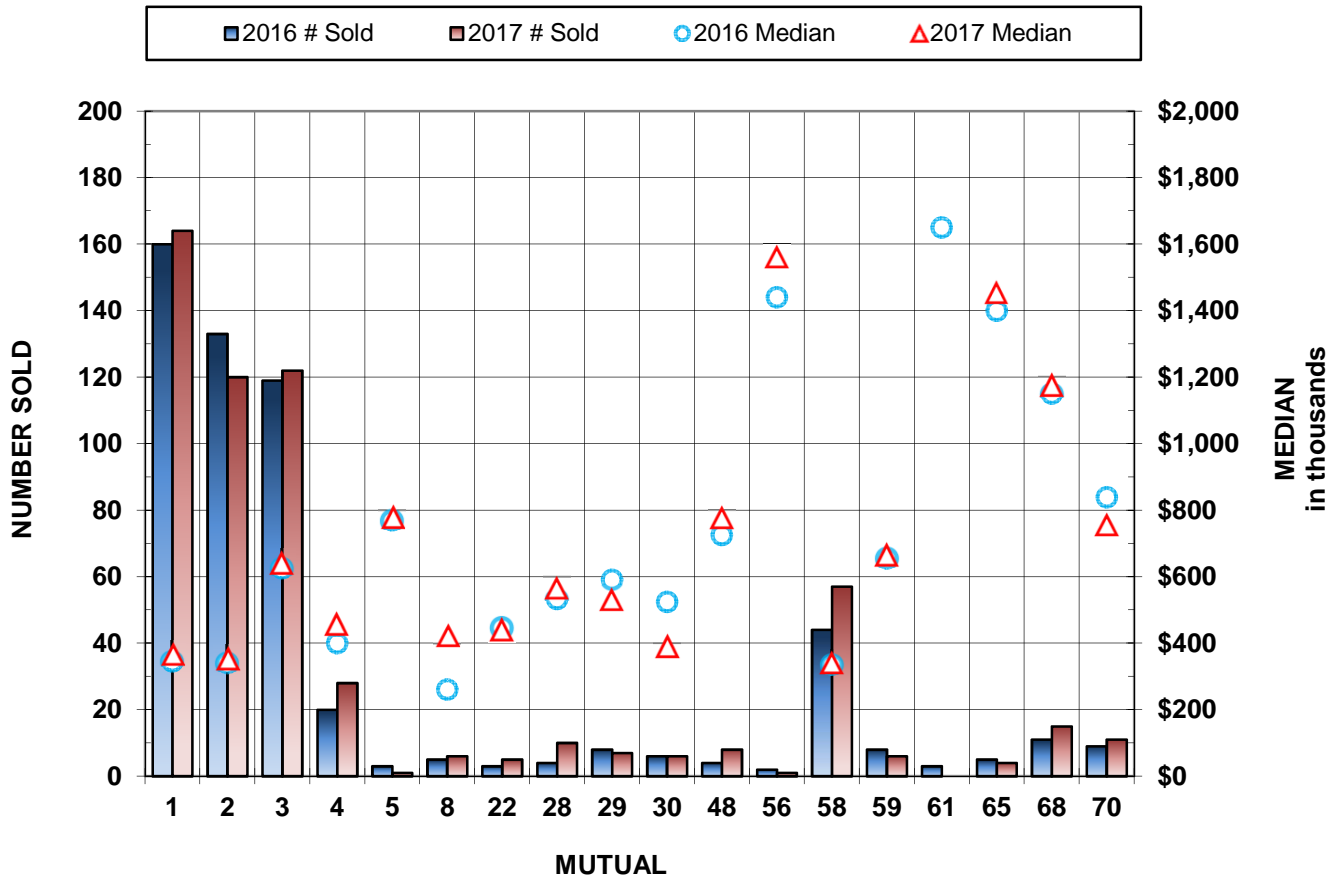


# 2017 Rossmoor Sales

Median Displayed in Thousands

Mutual	# Sold 2016	Median 2016	# Sold 2017	Median 2017	# Sold Change	Median Change %
First	160	\$345.0	164	\$365.0	+ 4	+ 6%
Second	133	\$340.0	120	\$352.5	- 13	+ 4%
Third	119	\$625.0	122	\$640.0	+ 3	+ 2%
Fourth	20	\$400.0	28	\$456.5	+ 8	+ 14%
Fifth	3	\$769.0	1	\$779.0	- 2	+ 1%
No. Eight	5	\$260.0	6	\$422.5	+ 1	+ 63%
No. Twenty-Two	3	\$445.0	5	\$439.0	+ 2	- 1%
No. Twenty-Eight	4	\$532.5	10	\$565.5	+ 6	+ 6%
No. Twenty-Nine	8	\$590.0	7	\$530.0	- 1	- 10%
No. Thirty	6	\$524.5	6	\$390.0	0	- 26%
No. Forty-Eight	4	\$725.0	8	\$776.0	+ 4	+ 7%
No. Fifty-Six	2	\$1,440.0	1	\$1,560.0	- 1	+ 8%
No. Fifty-Eight	44	\$335.3	57	\$340.0	+ 13	+ 1%
No. Fifty-Nine	8	\$654.5	6	\$665.0	- 2	+ 2%
No. Sixty-One	3	\$1,650.0	0	n/a	- 3	n/a
No. Sixty-Five	5	\$1,400.0	4	\$1,453.8	- 1	+ 4%
No. Sixty-Eight	11	\$1,150.0	15	\$1,175.0	+ 4	+ 2%
No. Seventy	9	\$839.0	11	\$755.0	+ 2	- 10%
<b>Total</b>	<b>547</b>	<b>\$399.0</b>	<b>571</b>	<b>\$430.0</b>	<b>+ 24</b>	<b>+ 8%</b>

## 2016 AND 2017 SALES BY MUTUAL



# 2017 Rossmoor Sales

Median Displayed in Thousands

MUTUAL   TYPE MODEL	Inventory	# Sold 2016	Median 2016	# Sold 2017	Median 2017	# Sold Change	Median Change %
<b>FIRST   COOPERATIVE</b>	<b>1,878</b>	<b>160</b>	<b>\$345.0</b>	<b>164</b>	<b>\$365.0</b>	<b>+ 4</b>	<b>+ 6%</b>
CARMEL	184	8	\$320.0	13	\$375.0	+ 5	+ 17%
GOLDEN GATE	193	20	\$394.5	19	\$425.0	- 1	+ 8%
MENDOCINO	85	12	\$283.5	8	\$307.5	- 4	+ 8%
MONTEREY	184	15	\$340.0	13	\$325.0	- 2	- 4%
SAN FRANCISCAN	190	21	\$395.0	22	\$432.0	+ 1	+ 9%
SEQUOIA	460	29	\$333.0	33	\$325.0	+ 4	- 2%
SONOMA	455	47	\$310.0	43	\$315.0	- 4	+ 2%
YOSEMITE	127	8	\$420.5	13	\$420.0	+ 5	-
<b>SECOND   COOPERATIVE</b>	<b>1,387</b>	<b>133</b>	<b>\$340.0</b>	<b>120</b>	<b>\$352.5</b>	<b>- 13</b>	<b>+ 4%</b>
CARMEL	91	8	\$348.5	8	\$385.3	0	+ 11%
CLAREMONT	57	6	\$330.0	8	\$362.5	+ 2	+ 10%
CYPRESS	42	5	\$220.0	2	\$239.5	- 3	+ 9%
DEL MONTE	77	8	\$208.5	7	\$205.0	- 1	- 2%
GOLDEN GATE	115	13	\$344.0	10	\$428.0	- 3	+ 24%
KENTFIELD	40	3	\$375.0	3	\$285.0	0	- 24%
MENDOCINO	32	1	\$291.0	3	\$309.0	+ 2	+ 6%
MONTEREY	95	8	\$329.5	7	\$340.0	- 1	+ 3%
PIEDMONT TNHS	97	6	\$611.0	2	\$572.5	- 4	- 6%
SAN FRANCISCAN	50	5	\$399.0	8	\$474.5	+ 3	+ 19%
SARATOGA	56	7	\$305.0	3	\$350.0	- 4	+ 15%
SEQUOIA	252	25	\$339.9	22	\$346.5	- 3	+ 2%
SONOMA	262	28	\$347.8	25	\$318.0	- 3	- 9%
TAMALPAIS TNHS	45	2	\$426.0	6	\$480.0	+ 4	+ 13%
YOSEMITE	76	8	\$400.0	6	\$425.0	- 2	+ 6%
<b>THIRD   CONDOMINIUM</b>	<b>1,676</b>	<b>119</b>	<b>\$625.0</b>	<b>122</b>	<b>\$640.0</b>	<b>+ 3</b>	<b>+ 2%</b>
ABERDEEN	24	3	\$539.0	1	\$567.0	- 2	+ 5%
ASPEN	17	2	\$373.0	2	\$359.5	0	- 4%
AUGUSTA	21	2	\$525.0	0	-	- 2	n/a
BELVEDERE	40	2	\$672.5	1	\$725.0	- 1	+ 8%
BRIDGEWATER	4	0	-	0	-	0	n/a
CASCADE I	110	7	\$615.0	8	\$677.5	+ 1	+ 10%
CASCADE II	32	0	-	4	\$609.5	+ 4	n/a
CASCADE IV	4	0	-	0	-	0	n/a
CASTLEWOOD	29	4	\$772.5	3	\$780.0	- 1	+ 1%
CATALINA	4	0	-	0	-	0	n/a
CEDAR	20	3	\$601.0	3	\$583.0	0	- 3%
DIABLO	16	0	-	0	-	0	n/a
DORAL	44	4	\$519.5	5	\$570.0	+ 1	+ 10%
FIRESTONE	29	2	\$589.6	4	\$647.5	+ 2	+ 10%
GALLOWAY	60	8	\$652.5	6	\$650.8	- 2	-
GREENBRIAR	22	1	\$695.0	1	\$672.5	0	- 3%
INVERNESS	31	1	\$652.0	1	\$750.0	0	+ 15%
KENTFIELD	40	5	\$495.0	4	\$557.5	- 1	+ 13%
KLAMATH	4	0	-	0	-	0	n/a
KLAMATH 8A	2	0	-	0	-	0	n/a
KLAMATH 8B	2	0	-	0	-	0	n/a
MAGNOLIA	12	0	-	1	\$660.0	+ 1	n/a
MARIPOSA	97	10	\$477.5	3	\$475.0	- 7	- 1%
MENDOCINO	4	0	-	2	\$340.0	+ 2	n/a
MONTROSE	32	4	\$627.5	3	\$670.0	- 1	+ 7%
PEMBROKE	4	2	\$1,175.0	1	\$1,118.0	- 1	- 5%
PINEHURST	59	4	\$591.5	7	\$595.0	+ 3	+ 1%
PINEHURST II	12	2	\$582.5	1	\$595.0	- 1	+ 2%

# 2017 Rossmoor Sales

Median Displayed in Thousands

MUTUAL   TYPE	Inventory	# Sold 2016	Median 2016	# Sold 2017	Median 2017	# Sold Change	Median Change %
MODEL							
REDWOOD	32	1	\$665.0	1	\$639.0	0	- 4%
ROSSLYN	60	5	\$767.0	4	\$785.0	- 1	+ 2%
SANTA CLARA	32	4	\$617.0	1	\$520.0	- 3	- 16%
SANTA CRUZ	16	1	\$572.0	2	\$505.0	+ 1	- 12%
SHASTA	16	0	-	2	\$358.5	+ 2	n/a
SIERRA	122	5	\$649.5	11	\$600.0	+ 6	- 8%
TAHOE	5	0	-	0	-	0	n/a
TAHOE I	165	11	\$654.2	5	\$665.0	- 6	+ 2%
TAHOE II	35	3	\$639.0	3	\$685.0	0	+ 7%
TAHOE 5	10	1	\$675.0	1	\$900.0	0	+ 33%
TAMARISK	12	0	-	0	-	0	n/a
VILLA ALHAMBRA	6	0	-	0	-	0	n/a
VILLA BARCELONA	9	1	\$495.0	1	\$495.0	0	-
VILLA BELMONTE	12	0	-	0	-	0	n/a
VILLA CASITA	3	0	-	1	\$203.0	+ 1	n/a
VILLA CASTILLE	4	0	-	1	\$689.0	+ 1	n/a
VILLA CERRO	12	1	\$800.0	0	-	- 1	n/a
VILLA CORDOVA	18	2	\$364.5	1	\$310.0	- 1	- 15%
VILLA DE ANZA	18	3	\$455.0	3	\$495.0	0	+ 9%
VILLA EL REY	40	2	\$537.5	2	\$535.0	0	-
VILLA FRANCISCO	18	1	\$654.5	1	\$640.0	0	- 2%
VILLA LOMA	24	2	\$825.0	0	-	- 2	n/a
VILLA MADRID	8	1	\$505.0	2	\$563.8	+ 1	+ 12%
VILLA NUEVO	22	1	\$735.0	2	\$822.6	+ 1	+ 12%
VILLA ROBLES	22	4	\$665.5	2	\$808.5	- 2	+ 21%
VILLA SEVILLE	3	1	\$270.0	1	\$310.0	0	+ 15%
VILLA VALENCIA	12	1	\$415.0	0	-	- 1	n/a
WESTCHESTER	90	0	-	5	\$780.0	+ 5	n/a
WHITNEY I	35	0	-	5	\$1,100.0	+ 5	n/a
WHITNEY II	12	0	-	1	\$1,100.0	+ 1	n/a
WILLOW	7	1	\$530.0	0	-	- 1	n/a
WOODBIDGE	20	1	\$950.0	3	\$950.0	+ 2	-
WYNDHAM	1	0	-	1	\$1,100.0	+ 1	n/a
<b>FOURTH   CONDOMINIUM</b>	<b>286</b>	<b>20</b>	<b>\$400.0</b>	<b>28</b>	<b>\$456.5</b>	<b>+ 8</b>	<b>+ 14%</b>
CLAREMONT	18	3	\$320.0	1	\$349.0	- 2	+ 9%
CYPRESS (1 BEDROOM)	8	1	\$260.0	1	\$242.0	0	- 7%
DEL MONTE	14	0	-	2	\$274.6	+ 2	n/a
GOLDEN GATE	26	2	\$393.0	6	\$450.0	+ 4	+ 15%
KENTFIELD	60	7	\$410.0	7	\$458.0	0	+ 12%
PIEDMONT TNHS	42	3	\$685.8	5	\$674.8	+ 2	- 2%
SAN FRANCISCAN*	10	0	-	0	-	0	n/a
SANTA CLARA	22	1	\$560.0	0	-	- 1	n/a
SANTA CRUZ	8	1	\$520.0	3	\$505.0	+ 2	- 3%
SARATOGA	58	2	\$333.0	2	\$395.0	0	+ 19%
YOSEMITE*	20	0	-	1	\$455.0	+ 1	n/a
* Four (4) units in Fourth WCM have been corrected to read as Yosemite instead of San Franciscans.							
<b>FIFTH   CONDOMINIUM</b>	<b>18</b>	<b>3</b>	<b>\$769.0</b>	<b>1</b>	<b>\$779.0</b>	<b>- 2</b>	<b>+ 1%</b>
VILLA ENCANTO	2	0	-	1	\$779.0	+ 1	n/a
VILLA GRANDE	2	1	\$845.0	0	-	- 1	n/a
VILLA NUEVO	6	1	\$768.0	0	-	- 1	n/a
VILLA ROBLES	6	0	-	0	-	0	n/a
VILLA VERDE	2	1	\$769.0	0	-	- 1	n/a
<b>NO. 8   COOPERATIVE</b>	<b>103</b>	<b>5</b>	<b>\$260.0</b>	<b>6</b>	<b>\$422.5</b>	<b>+ 1</b>	<b>+ 63%</b>
CLAREMONT	10	1	\$260.0	0	-	- 1	n/a

# 2017 Rossmoor Sales

Median Displayed in Thousands

MUTUAL   TYPE	Inventory	# Sold 2016	Median 2016	# Sold 2017	Median 2017	# Sold Change	Median Change %
MODEL							
CYPRESS (1 BEDROOM)	4	2	\$249.8	0	-	- 2	n/a
DEL MONTE	10	0	-	1	\$208.5	+ 1	n/a
GOLDEN GATE	11	0	-	1	\$415.0	+ 1	n/a
KENTFIELD	24	0	-	1	\$337.5	+ 1	n/a
PIEDMONT TNHS	16	1	\$525.0	0	-	- 1	n/a
SAN FRANCISCAN	6	1	\$659.0	1	\$659.0	0	n/a
SARATOGA	10	0	-	0	-	0	n/a
YOSEMITE	12	0	-	2	\$450.5	+ 2	n/a
<b>NO. 22   CONDOMINIUM</b>	<b>43</b>	<b>3</b>	<b>\$445.0</b>	<b>5</b>	<b>\$439.0</b>	<b>+ 2</b>	<b>- 1%</b>
VILLA BARCELONA	9	0	-	1	\$495.0	+ 1	n/a
VILLA CASITA	3	0	-	0	-	0	n/a
VILLA CASTILLE	6	0	-	0	-	0	n/a
VILLA MADRID	10	1	\$571.5	1	\$608.5	0	+ 6%
VILLA SEVILLE	3	0	-	1	\$339.0	+ 1	n/a
VILLA VALENCIA	12	2	\$424.8	2	\$409.0	0	- 4%
<b>NO. 28   CONDOMINIUM</b>	<b>84</b>	<b>4</b>	<b>\$532.5</b>	<b>10</b>	<b>\$565.5</b>	<b>+ 6</b>	<b>+ 6%</b>
SANTA CLARA	36	2	\$575.0	4	\$548.5	+ 2	- 5%
SANTA CRUZ	48	2	\$527.5	6	\$602.5	+ 4	+ 14%
<b>NO. 29   CONDOMINIUM</b>	<b>106</b>	<b>8</b>	<b>\$532.5</b>	<b>7</b>	<b>\$530.0</b>	<b>- 1</b>	<b>0%</b>
DEL MONTE	20	1	\$250.0	0	-	- 1	n/a
KENTFIELD	68	5	\$605.0	5	\$530.0	0	- 12%
SANTA CLARA	18	2	\$612.5	2	\$580.5	0	- 5%
<b>NO. 30   CONDOMINIUM</b>	<b>76</b>	<b>6</b>	<b>\$524.5</b>	<b>6</b>	<b>\$390.0</b>	<b>0</b>	<b>- 26%</b>
CATALINA	8	0	-	2	\$455.0	+ 2	n/a
DIABLO	16	2	\$492.5	0	-	- 2	n/a
KENTFIELD	16	1	\$689.0	0	-	- 1	n/a
MENDOCINO	8	1	\$317.0	3	\$320.0	+ 2	+ 1%
SANTA CLARA	28	2	\$552.0	1	\$525.0	- 1	- 5%
<b>NO. 48   CONDOMINIUM</b>	<b>62</b>	<b>4</b>	<b>\$725.0</b>	<b>8</b>	<b>\$776.0</b>	<b>+ 4</b>	<b>+ 7%</b>
VILLA ENCANTO	2	0	-	0	-	0	n/a
VILLA NUEVO	20	1	\$775.0	1	\$780.0	0	+ 1%
VILLA ROBLES	20	2	\$675.0	4	\$762.5	+ 2	+ 13%
VILLA VALLE	12	1	\$785.0	1	\$748.5	0	- 5%
VILLA VERDE	8	0	-	2	\$783.5	+ 2	n/a
<b>NO. 56   CONDOMINIUM</b>	<b>37</b>	<b>2</b>	<b>\$1,440.0</b>	<b>1</b>	<b>\$1,560.0</b>	<b>- 1</b>	<b>+ 8%</b>
BRIDGEWATER	14	1	\$1,580.0	0	-	- 1	n/a
PEMBROKE	14	1	\$1,300.0	1	\$1,560.0	0	+ 20%
WYNDHAM	9	0	-	0	-	0	n/a
<b>NO. 58   CONGREGATE</b>	<b>300</b>	<b>44</b>	<b>\$335.3</b>	<b>57</b>	<b>\$340.0</b>	<b>+ 13</b>	<b>+ 1%</b>
ALHAMBRA	4	0	-	0	-	0	n/a
BROOKGREEN	63	10	\$195.9	13	\$183.0	+ 3	- 7%
CHATSWORTH	34	7	\$332.5	2	\$327.0	- 5	- 2%
CYPRESS (2 BEDROOM)	49	7	\$364.5	12	\$350.0	+ 5	- 4%
EARLSHALL	8	2	\$665.0	4	\$633.5	+ 2	- 5%
FILOLI	21	3	\$700.0	2	\$665.0	- 1	- 5%
HUNTINGTON	13	0	-	3	\$675.0	+ 3	n/a
LONGWOOD	4	0	-	1	\$660.0	+ 1	n/a
MIDDLETON	27	5	\$342.0	9	\$349.0	+ 4	+ 2%
ROSEDOWN	17	4	\$302.5	7	\$325.0	+ 3	+ 7%

# 2017 Rossmoor Sales

Median Displayed in Thousands

MUTUAL   TYPE	Inventory	# Sold 2016	Median 2016	# Sold 2017	Median 2017	# Sold Change	Median Change %
MODEL							
ROSEDOWN 8	8	1	\$360.0	1	\$340.0	0	- 6%
SHELBURNE	16	3	\$349.0	1	\$386.0	- 2	+ 11%
VERSAILLES	2	0	-	0	-	0	n/a
WESTBURY	34	2	\$796.5	2	\$610.0	0	- 23%
<b>NO. 59   CONDOMINIUM</b>	<b>108</b>	<b>8</b>	<b>\$654.5</b>	<b>6</b>	<b>\$665.0</b>	<b>- 2</b>	<b>+ 2%</b>
LASSEN	6	1	\$699.0	1	\$685.0	0	- 2%
PANORAMA	36	2	\$560.0	3	\$560.0	+ 1	+ 0%
SUMMIT	30	3	\$840.0	2	\$896.0	- 1	+ 7%
VISTA	6	0	-	0	-	0	n/a
WOODSIDE	30	2	\$555.5	0	-	- 2	n/a
<b>NO. 61   PLANNED DEVEL.</b>	<b>63</b>	<b>3</b>	<b>\$1,650.0</b>	<b>0</b>	<b>-</b>	<b>- 3</b>	<b>n/a</b>
BLUE OAK	20	1	\$1,425.0	0	-	- 1	n/a
COASTAL OAK	20	2	\$1,650.0	0	-	- 2	n/a
LIVE OAK	10	0	-	0	-	0	n/a
VALLEY OAK	13	0	-	0	-	0	n/a
<b>NO. 65   CONDOMINIUM</b>	<b>44</b>	<b>5</b>	<b>\$1,400.0</b>	<b>4</b>	<b>\$1,453.8</b>	<b>- 1</b>	<b>+ 4%</b>
CHURCHILL	16	2	\$1,425.0	3	\$1,450.0	+ 1	+ 2%
KENSINGTON	16	1	\$1,475.0	1	\$1,457.6	0	- 1%
SHERWOOD	12	2	\$1,317.7	0	-	- 2	n/a
<b>NO. 68   CONDOMINIUM</b>	<b>233</b>	<b>11</b>	<b>\$1,150.0</b>	<b>15</b>	<b>\$1,175.0</b>	<b>+ 4</b>	<b>+ 2%</b>
ALDER	30	2	\$1,151.0	0	-	- 2	n/a
ASH	30	3	\$1,138.0	2	\$1,075.0	- 1	- 6%
BAY	32	0	-	2	\$928.0	+ 2	n/a
BUCKEYE	33	2	\$1,087.5	3	\$1,100.0	+ 1	+ 1%
CASSIA	12	1	\$1,115.0	1	\$1,035.0	0	- 7%
CHESTNUT	11	0	-	1	\$1075.0	+ 1	n/a
DAPHNE	13	1	\$1,450.0	0	-	- 1	n/a
EUCALYPTUS*	36	1	\$1,697.5	4	\$1,406.3	+ 3	- 17%
FUCHSIA*	36	1	\$1,500.0	2	\$1,368.8	+ 1	- 9%
* Two units (a Fuchsia and a Eucalyptus) in WCM No. 68 have been removed.							
<b>NO. 70   CONDOMINIUM</b>	<b>172</b>	<b>9</b>	<b>\$839.0</b>	<b>11</b>	<b>\$755.0</b>	<b>+ 2</b>	<b>- 10%</b>
VILLA ENCANTO	28	2	\$947.5	1	\$920.0	- 1	- 3%
VILLA GRANDE	22	2	\$819.5	1	\$1226.0	- 1	+ 50%
VILLA NUEVO	36	2	\$832.0	0	-	- 2	n/a
VILLA ROBLES	36	1	\$650.0	5	\$725.0	+ 4	+ 12%
VILLA VERDE	50	2	\$793.0	4	\$769.5	+ 2	- 3%
<b>TOTAL</b>	<b>6,676</b>	<b>547</b>	<b>\$399.0</b>	<b>571</b>	<b>\$430.0</b>	<b>+ 24</b>	<b>+ 8%</b>

Note: The median for each model is computed separately by mutual.

# 2017 Rossmoor Sales

Median Displayed in Thousands

